



**AAA - DB Source Business and Executive Database**

**Count: 16,842,706**

**E-mails: 4,749,910**

**42% Male**

**98% Zip + 4**

**99% Phones**

**37% Fax Numbers**

**28% E-mail Records**

With a universe of over 9 million businesses and 16 million executives, you now have the most comprehensive business information available. Hugo Dunhill Mailing Lists is well recognized for its wide range of job titles - over 200 are available. Our DB Source database is multi-sourced using yellow pages and business white pages, along with annual reports, government data, business directories, corporate and executive registers and public records. In order to ensure accuracy, the file is then put through a telephone verification process to update and obtain additional information such as employee size, key contact name and primary SIC code. The fact is that well-sourced, intelligently selected business lists and demographically rich databases are the most powerful tools for selling products and services in today's complex business environment. Reaching the right person with the right message is everything. Hugo Dunhill Mailing Lists' DB Source database can do just that for you. We can help you locate new markets, identify new opportunities and build existing relationships.

**Selections by Job Title**

Administration	308,381
Board of Directors	101,758
Chairman	18,568
Chief Engineer	114,670
Chief Executive Officer (CEO)	413,493
Chief Financial Officer (CFO)	41,434
Chief Information Officer (CIO)	267,865
Chief Operating Officer (COO)	455,574
Controller	39,024
Corporate Communications Manager	13,975
Development Director	19,746
Director	318,019
Editor	19,937
Executive Director	118,600
Executive Vice President	21,282
Financial Manager	384,207
General Counsel	63,375
General Manager	39,532
Government Affairs Manager	10,261
Human Resources Administrator	198,746
International Vice President	4,434
Librarian	71,244
Manufacturing Vice President	25,206
Medical Director	144,840
Office Manager	393,966
Other Managers	3,376,838
Owner	3,331,192
Partner	402,717
Planning Manager	2,326
President	594,544
Professor	176,429
Public Relations Manager	13,975
Public Works Superintendent	7,349
Publisher	19,937
Purchasing Director/Agent	71,936
Religious/Minister/Pastor/Priest	178,478
Sales Manager	504,223
Technical Director	25,284
Vice President of Marketing	424,867
Vice President of Sales	504,223

**Selections by Employee Size**

1-4	5,829,685	250-499	376,515
5-9	2,975,642	500-999	200,912
10-19	2,556,044	1000-4999	151,499
20-49	2,208,214	5000 & Over	12,093
50-99	1,205,683	None Listed	314,285
100-249	1,008,139		



### HUGO DUNHILL MAILING LISTS

SALES LEADS \* PROSPECTING LISTS \* E-MAIL LISTS

542 Main St. 4<sup>th</sup> Floor, New Rochelle, NY 10801

Toll Free: 800-223-6454 www.hdml.com

**AAA - DB Source Business  
and Executive Database**

**List: 6099-3**

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#### Selections by Sales Volume

No Sales Volume Available	2,225,450
Under \$999K	6,087,558
\$1MM-\$4.9MM	4,764,751
\$5MM-\$9.9MM	1,163,898
\$10MM-\$24.9MM	1,068,764
\$25MM-\$74.9MM	742,207
\$75MM-\$199.9MM	347,734
\$200MM-\$499.9MM	177,330
\$500MM-\$999.9MM	82,158
\$1 Billion & Over	152,297

#### Other Selections

SIC 2, 3, 4, 6 or 8 digit	N/C
Primary SIC	N/C
Executive - Top Contact Name	\$20/M
By Job Title	add \$5/M
Number of Employees	\$5/M
Sales Volume	\$5/M
Company HQ/Branch/Single Location	\$10/M
Branches & Franchises of Chain Operations	\$10/M
Includes by Type (McDonald's, Ford, etc)	
Importers/Exporters	\$5/M
Year Business Started	\$10/M

#### Further Selections - Inquire for Pricing

Home Based Businesses - Cottage Industry  
 Minority Owned Businesses  
 Minority Class  
 Small Businesses  
 Minority Owned Businesses  
 Minority Class  
 Women Owned Businesses

#### State Counts

<b>AK</b>	53,768	<b>HI</b>	66,431	<b>MI</b>	526,389	<b>NV</b>	117,552	<b>TN</b>	326,465
<b>AL</b>	258,890	<b>IA</b>	197,361	<b>MN</b>	340,807	<b>NY</b>	968,102	<b>TX</b>	1,221,153
<b>AR</b>	154,969	<b>ID</b>	89,142	<b>MO</b>	344,612	<b>OH</b>	614,292	<b>UT</b>	130,230
<b>AZ</b>	290,774	<b>IL</b>	753,199	<b>MS</b>	130,034	<b>OK</b>	199,931	<b>VA</b>	439,988
<b>CA</b>	2,018,987	<b>IN</b>	329,974	<b>MT</b>	73,018	<b>OR</b>	236,051	<b>VI</b>	--
<b>CO</b>	312,184	<b>KS</b>	183,523	<b>NC</b>	501,480	<b>PA</b>	695,804	<b>VT</b>	47,059
<b>CT</b>	222,734	<b>KY</b>	211,874	<b>ND</b>	51,774	<b>PR</b>	--	<b>WA</b>	393,549
<b>DC</b>	87,923	<b>LA</b>	234,767	<b>NE</b>	123,038	<b>RI</b>	58,016	<b>WI</b>	342,300
<b>DE</b>	50,414	<b>MA</b>	433,289	<b>NH</b>	85,852	<b>SC</b>	226,255	<b>WV</b>	66,590
<b>FL</b>	1,044,334	<b>MD</b>	309,568	<b>NJ</b>	487,406	<b>SD</b>	57,420	<b>WY</b>	38,197
<b>GA</b>	508,728	<b>ME</b>	85,546	<b>NM</b>	100,963	<b>Total</b>	<b>16,842,706</b>		

#### Pricing 25% Commission to Recognized Brokers

<b>Base</b>	<b>\$ 80/M</b>	Title Address	\$ 5/M	Cheshire	No Charge
Minimum Order	\$ 250	Job Title	\$ 5/M	PS Labels	\$ 7/M
Unlimited Use	\$ 160/M	Gender	\$ 5/M	Galley	\$ 10/M
Duplicate Set	\$ 40/M	SCF	\$ 5/M	Diskette	\$ 25/F
Run Charges	\$ 10/M	County	\$ 5/M	CD-Rom	\$ 25/F
Special Sort	\$ 5/M	Zip Codes	\$ 5/M	E-mail Delivery	\$ 25/F
Size Select	\$ 5/M	State	No Charge	Phones	\$ 15/M
Key Code	\$ 3/M	Zip + 4	No Charge	Fax Numbers	\$ 45/M
Email Records	\$ 350/M, min. 5000				

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